

1 SEP 1977

MEMORANDUM FOR: Acting Deputy to the DCI  
for the Intelligence Community

FROM: Director of Central Intelligence

SUBJECT: NFIP Procurement Policy

1. On the question of NFIP procurement policy, can we go so far as to say that in competitive procurements a new contractor, or a contractor with a very small percentage of the total buy, should be given some competitive edge, e.g., an offset of 5% on a price advantage?

2. Without something like this, there are absolutely no teeth in this existing directive and I predict that it will have no impact.

[Redacted Signature Box]

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